



## OIL AND GAS EXECUTIVE MANAGEMENT SESSION FEBRUARY 1 - MARCH 1, 2003

### SCOPE AND MISSION

The Special American Business Internship Training (SABIT) Oil and Gas Executive Management session is designed to provide 18 mid-to-senior level oil and gas executives from Eurasia one month of hands-on training in U.S. oil and gas corporate and financial management, strategic planning and project development. The 18 delegates, screened and selected by the U.S. Department of Commerce, represent 11 major oil and gas companies from seven former Soviet countries in Eurasia.

The goal of the program is for these executives to return home after the training with the management skills necessary to implement reforms in their companies such as increased transparency, strengthened corporate responsibility and sound economic policies which will promote a stable environment for investment and business development.

### BENEFITS OF PARTICIPATION

This is an unique opportunity for U.S. oil and gas companies to meet with their counterparts to gain a greater understanding of Eurasian management and business styles in the oil and gas industry and to discuss pathways to mutually beneficial cooperation.

For companies that are not currently active in the region, the program will enable them to learn about potential opportunities in Eurasia and establish valuable industry contacts.

SABIT is currently looking for U.S. hosts to provide training for a few hours or for an entire day at their in-house facilities in topics such as oil and gas project management, corporate planning, risk management and best practices. Please find a detailed list of topics that identify the delegates' training needs.

### SESSION STRUCTURE

This program will begin with a one-week orientation in Washington, DC providing business plan training and cross-cultural negotiation strategies, in addition to visiting relevant government agencies and private organizations. The delegation will then travel to locations in Oklahoma, the Permian Basin, and Houston, Texas for management-specific training from U.S. energy companies.

### ADDITIONAL NETWORKING OPPORTUNITIES

Rounding out this session is a networking event in Houston, Texas tentatively scheduled for Wednesday, February 26th. This event will provide an opportunity to learn about current Eurasian oil and gas projects and investment opportunities from the delegates as well as a unique chance to learn more about region. It will also provide a forum for U.S. company representatives to network with the delegates to discuss their companies and services.

### COSTS OF PARTICIPATION

SABIT will cover the majority of program costs for all delegates, including round-trip airfare to the United States, all U.S. domestic air travel, housing, insurance, per diem for meals and incidentals, and interpreters to travel with each group. In turn, U.S. host organizations are asked to cover all costs of the training.

### FOR MORE INFORMATION

To learn more about this session and the associated networking event, please contact SABIT Program Recruiter Benjamin Chapman. Also be sure to log onto our newly designed website to learn more about this SABIT session and the SABIT program!

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### TRAINING TOPICS

**Exploration & Production Innovations and Solutions**

- G 3D and 4D Seismic Processing
- G Reservoir Monitoring and Modeling
- G Plant and Platform Design and Modeling
- G Drilling Technologies
- G Image Processing and Simulation
- G Plant Planning and Optimization
- G Rig Inspections
- G Logistics

**Oil and Gas Economics**

- G Exploration and Production
- G Industry Structure
- G Energy Finance
- G Policy

**Project Management**

- G Evaluation
- G Economics
- G Financing
- G Documentation

**Project Feasibility and Financing**

- G Oil and Gas Accounting
- G Auditing
- G Risk Management
- G Best Practices
- G Multi-lateral Development Banks
- G Financial Risk Management
- G Equipment Depreciation
- G Certification
- G Contracting and Outsourcing

**Strategic Planning**

- G Review of capital and operating budgets
- G Investment evaluation, planning, and control
- G Business Planning
- G Strategy Planning
- G Performance Measures

**Oil and Gas Law and Policy**

- G Petroleum Investments
- G Agreements (Production-sharing, joint ventures, service, management, etc.)
- G Environmental Law
- G Sales
- G Transportation
- G Taxation/Tariffs
- G Minerals Management
- G Foreign Investment
- G Licensing & Certification
- G Dispute Settlement Law
- G Privatization/Anti-trust

**External Corporate Relations**

- G Government Relations
- G Public Relations
- G Association Development
- G Corporate Responsibility
- G Good Governance

**Environment**

- G Legal Issues
- G Regulatory Issues
- G Management of Environmental Risks
- G Impact Assessment
- G Audits and Baseline Studies
- G Due Diligence

**Information Systems & Technology**

- G Oil and Gas Telecom Solutions
- G Systems Methodology & MIS
- G E-Commerce
- G Facilities Management & Security
- G Customer Service

**Human Resource Management**

- G Occupational Health and Safety
- G Philosophies
- G Training and Distance Learning
- G Quality Management
- G Contractor Performance